



Chairman's Newsletter

Number 4. November, 1979

AS 1979 DRAWS TO A CLOSE...

the news is all good. ISASC is growing nicely, our member services are increasing in number and scope, and all bodes well for 1980 and beyond. Enclosed are the latest directory cards, both for new members and those whose addresses or what-have-you have changed (including my own, I'm embarrassed to report, as my original card had a wrong phone number!).

The latest membership card-count is 134 (in case you care to check yours), but we're actually at 136, as two new members, Henry Marris and Stan May, both of England, joined us after the new cards were printed. Theirs will be in the next batch.

BIG NEWS FOR 1980.

Joel Malter, buoyed by the success of the ISASC Auction and Symposium last April, is proposing another for 1980, and we're all for it. This one would take place over a weekend next October (or November) in a suburb of New York City and, given the benefit of advance planning, should be even bigger and better than the last one. Tentative plans call for these events during Saturday and Sunday:

- (1) A symposium, featuring several member-speakers and perhaps a guest speaker or two;

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- (2) An auction, to include a goodly number of scales from ISASC members who would be willing to provide them early enough for inclusion in the auction catalog;
- (3) A bourse, or trading mart, to which members would bring assorted scales for sale or trade;
- (4) An exhibition, to which members would bring a selection of unusual scales for display and discourse;
- (5) A Saturday night banquet, full of wassail and good fellowship.

Also, and optionally, a tour or two could be offered on Friday and/or Monday to view the Streeter Weights and Measures Collection at Yale University and to visit Albert Eaches' Scale Loft (a superb scales and weights collection), an hour's trip from Philadelphia.

All this promises to make it a hallmark event, but it won't become so unless we have a better idea of your interest. So -- please take a moment, fill out the enclosed informational card, and return it to me. With some input from our members, we can take advantage of the lead time available to us and plan an event to do ISASC proud.

(By the way, if any members would like a souvenir copy of the Malter auction catalog from last April, a real collector's item, we've exactly two on hand, available at \$10 each, including postage. First come, first served.)

SMALL WORLD DEPARTMENT.

Would you believe that member Vernon Denford of Australia learned to his surprise and delight that he and member Stanley Weiner not only live within five miles of each other in Victoria, but that each works for the same department of the state government? When you consider the vastness of their country, that's real togetherness!

CATALOGS ARE OUR BUSINESS.

And that's putting it mildly. What we've learned is that there's intense interest among our members in old catalogs, and we've got the figures to prove it. Our first effort was the Fairbanks #980, and, frankly, we under-estimated the demand. We only printed 30 of them and to date we've already sold 28. It's only a matter of days before the last two are gone, so if you'd like one, send me a check, money order, or bank draft for \$20 U.S., made out to ISASC.

Our next venture was the Pelouze catalog, and in this instance, having received 37 orders to date, we're printing a total of 60 (printing date is November 25). If you're not one of the perceptive 37, you can still secure one for the paltry sum of \$6 U.S., sent to me in the manner indicated above.

We suspect our latest venture may be our most successful, because of its worldwide appeal. It's a rare Avery catalog, copyrighted 1916, titled, Avery Scales & Weighing Machines, and made available for reproduction purposes by Michael Crawforth (thank you, Michael). According to the frontispiece, it comprises 223 pages, illustrated throughout, of all types of scales from small coin through shop and bank to large platform scales. It's a real treasure, and is being offered to ISASC members for a mere \$30 U.S., including postage. All you need do to acquire one is send me the enclosed order card and your money. We're confident you'll find it to be of immense enjoyment and value.

And while we're on the subject of catalogs, we'd be clearly remiss if we didn't express our deep thanks to Tod Carley, whose king-sized efforts in turning out our catalogs seems to have turned into a full-time career. And to think that Tod thought he was comfortably retired!

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AND THE SURVEY SHOWS...

With the last Chairman's Newsletter we included a reply card polling member interest in group insurance and a binder for EQM. Here are the results--

Of the 40 cards returned, a total of 17 members (15 U.S. and two foreign) indicated an interest in group insurance for scale collections. The question having been put to the entire membership, this sort of response doesn't seem to indicate any great interest. Moreover, according to member Dick Axelrood (an insurance executive of considerable note), any group plan most likely would have to be limited to one country (the logical one, in this case, being the U.S.). Nevertheless, Dick has agreed to make inquiry of one or more insurance companies specializing in such plans to see if the idea is worth developing.

On the subject of a plastic, hard-cover binder to hold a three-to-five-year supply of EQM's, the response was much more encouraging. 29 of the 40 respondents said "yes" to the idea, so we'll put that project into the works and have something to offer you no later than Spring of 1980.

STATISTICS ABOUT OURSELVES.

Brian Brass of London has an eye for figures (the kind accountants deal with, that is), and during an idle hour or two analyzed the membership directory cards. Here, for each member's edification, are Brian's more important findings:

- (1) 122 members (at survey time) owned a total of 10,913 scales. (Now there's a collection!)
- (2) Americans make up 65% of the total membership, the UK 11%, and Germany 10%.
- (3) Worldwide, the average number of scales in a collection is 89. Highest average is in the UK -- 100 per member, closely followed by the U.S. -- 96 per member.

- (4) Within the U.S., however, the averages change dramatically, with Florida accounting for 204 scales per collection, California -- 144, New Jersey -- 116, and Pennsylvania -- 109.
- (5) Five members have in excess of 500 scales each.
(A veritable cartel.)
- (6) California collectors alone account for 26% of the total number of scales owned by all members. (Sounds like a Texas claim.)

AND FINALLY...

as the year wanes, a few closing thoughts --

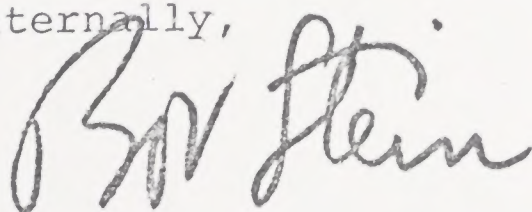
Although ISASC operated at a deficit in 1978, it appears that we'll erase that year's loss and be in the black (however little) by the end of this year. We'll include the customary year-end financial statement with the first EQM of 1980.

Albert Eaches, our treasurer, spends many hours keeping our financial affairs in order, and relies on your cooperation to make his job tolerable. He'll be sending out dues notices around the first of the year, and we ask you -- please -- to pay promptly.

My deepest thanks to Michael Crawford and Albert Eaches for their selfless giving of time and talent throughout the year, and to all our members for their support and encouragement. ISASC should set new records in 1980, and we all can share the credit for our accomplishments, both past and future.

To all of you, my very best wishes for the best of new years.

Fraternally,

A handwritten signature in dark ink, appearing to read "Bob Stein". The signature is written in a cursive, flowing style with a large initial "B".

